

## For Immediate Release

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## CENTRAL FLORIDA INDUSTRIAL DEALS ARE GETTING DONE

**Orlando, FL (March 22, 2010)** – The Central Florida Industrial Team of Matt Sullivan, CCIM and Wilson McDowell, CCIM has closed on nine industrial lease deals so far this year totaling over 200,000 SF, despite the sluggish industrial market. “The industrial market continues to have its ups and downs with very little new absorption in the market,” Matt Sullivan remarks, “The bulk of the completed transactions involve existing Tenants moving around the market for better deals.” Preliminary research indicates that we may see an uptick in overall absorption for the first quarter of 2010 but vacancy should continue to increase and more downward pressure on rents should remain. With this in mind Wilson McDowell says, “The ability to be creative in structuring a deal that is mutually beneficial for the Landlord and the Tenant is becoming the recipe for success in this market.”

Below is a list of the nine completed deals in the first quarter of 2010:

Andes Fiber and Paper signed a new lease for 49,875 sf of industrial space at 2550 Clark St from American Builders & Contractors Supply Co. LLC. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Tenant. Greg Rebman from Rebman Properties represented the Landlord.

Kuehne + Nagel signed a new lease for 40,481 sf of industrial space at 7297 Conway Road from ADC North – DCT/SIP LLC. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Landlord. David Murphy from CBRE represented the Tenant.

Master Recycling Services, Inc. signed a new lease for 40,056 sf of industrial space at 1111 Central Florida Parkway from Tiffany Investments, LLC. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Landlord. Allison Reynolds from Duke Kroeger & Co. represented the Tenant.

Atlantic Acquisition Corporation signed a new lease for 32,736 sf of industrial space at 6363 Edgewater Drive from Smyth Lumber Company Trust No. 1. Atlantic Acquisition Corp is in the building supplies industry and is new to the Orlando market. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Landlord. Sean Dupree from NAI Realvest represented the Tenant.

Bill Bryan Imports, Communications Southeast and Southeast Brokerage all renewed their leases for a total of 18,800 sf of industrial space at Solana Ave from Max-France, Inc. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Landlord on all three transactions.

Hormann, LLC signed a new lease for 16,000 sf of industrial space at 1000 Gills Dr from Liberty Property LP. Hormann is a garage door distributor and has been in the Orlando market since 2007. Matt Sullivan,

CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Tenant. Todd Watson from Liberty Property Trust represented the Landlord.

Merchspin, Inc signed a new lease for 2,500 sf of industrial space at 7006 Stapoint Court from Eastpoint Business Center, LLC. Matt Sullivan, CCIM and Wilson McDowell, CCIM, from Colliers Arnold represented the Landlord. Scott Lloyd from Adler Realty represented the Tenant.

### **About Colliers Arnold Commercial Real Estate Services**

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